

State of Montana New IT Contract



INFORMATION TECHNOLOGY SERVICES DIVISION



Brett Boutin

ITSD Procurement and
Contract Management Bureau

New IT Contract



INFORMATION TECHNOLOGY SERVICES DIVISION



- Separate IT Contract since 2000
- Tier-1 Contract
 - A Tier-1 vendor is "one of the largest and most well known in its field -- often enjoying national or international recognition and acceptance."
 - Revamp was necessary to attract more Tier-1 vendors



New IT Contract

INFORMATION TECHNOLOGY SERVICES DIVISION



Background

- Efforts began ~ 4 years ago.
- Tier-1 vendors shying away from State business.
 - Too much liability
- The only game in town
- Revamp was necessary to attract more Tier-1 vendors
 - Worked with IBM on new terms



New IT Contract

INFORMATION TECHNOLOGY SERVICES DIVISION



Process

- Other states
- NASCIO
- Advisory Services
- Trade publications
- Reached agreement Feb 13
- Effective Immediately



New IT Contract

INFORMATION TECHNOLOGY SERVICES DIVISION



Significant terms

- Limitation of Liability
 - Was changed to add a cap on damages of 2X the contract amount.
- Hold harmless/indemnification
 - Removed
- Intellectual property/ownership clause
 - Clause is not Optional, as it was previously
- Standard Terms and Conditions



New IT Contract

INFORMATION TECHNOLOGY SERVICES DIVISION



Next Steps

- Spread the news!
 - ITMC
 - PUG
 - Master Contract Contractors
 - Some potential bidders
 - ITSD and SPB will continue to announce
- New IT Contract required for all future IT procurements



INFORMATION TECHNOLOGY SERVICES DIVISION



QUESTIONS